

ENDURING
STRENGTH

Corporate Briefing Session

October 13, 2026



PIONEER CEMENT
LIMITED.

K M L G
Kohinoor Maple Leaf Group



Recitation of Holy Quran





About the Company



BRIEF

Financial and Operational Strength as on June 30, 2026

Innovation, Technology and Sustainability

Incorporated in 1986, then listed on Pakistan Stock Exchange.
Located near Jauharabad, the land of the finest limestone reserves.
Acquisition of controlling shareholding by Kohinoor Maple Leaf Group on February 20th 2026
Production capacity annual 5.2 million tons cement
48MW Captive power generation (18MW WHR and 30MW Coal)
28.265 MW Solar Project in progress

Market Capitalization - Rs. 64.37 billion (US\$ 231.40 million)
Total Assets - Rs. 79.44 billion (US\$ 285.58 million)
Annual net turnover Rs. 38.58 billion (US\$ 138.69 million)
Team of more than 1,100 employees
Geographical Presence mainly in Central, North and South Punjab
Dealers Network – more than 250 dealers

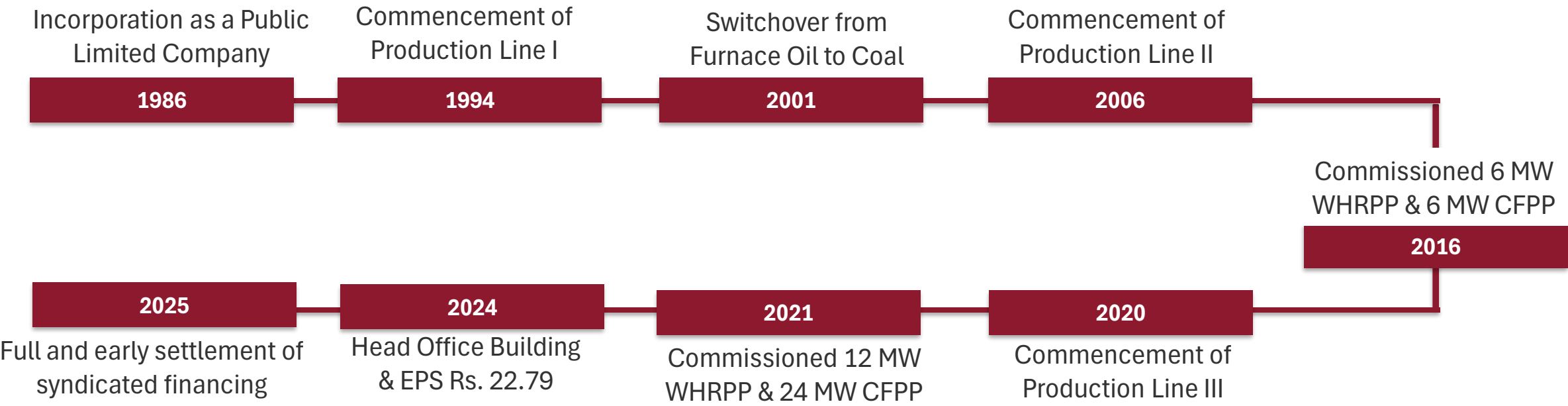
State of the art lines with continuous **R&D / BMR** to improve efficiency
Community Engagement initiatives for their development
Eco-friendly initiatives through the establishment of a 28.265 MW solar power plant to reduce carbon footprint and promote sustainable operations.

Vision

To be the preferred provider of cement and building solutions in Pakistan



Brief History



2026	OWNERSHIP KMLG acquired controlling interest	BALANCE SHEET Repayment of all outstanding debt	PERFORMANCE Highest ever EPS of Rs. 29.03
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- ISO 14001:2015, ISO 9001:2015 and ISO 45001: 2018 Certifications
- Environmentally compliant coal firing burners together with waste heat recovery mechanism
- Tree plantation with the resolve of fostering green legacy that will thrive for generations
- Advanced extensive dust collection equipment helping in reducing carbon footprints
- Green Office Diploma by WWF Pakistan, an authentication of quest towards a resource efficient entity
- Transitioning towards renewable energy through solar power integration



- Establishment and operations of primary schools in Chenki village
- Construction of additional blocks in District Public School Jauharabad and Sargodha
- Financial support to SOS Schools and the Quaidabad Vocational Training Institute
- Collaboration with Pakistan's leading business school, IBA for quality of their business curriculum and played a role in constructing a residential facility for the faculty members
- Collaboration with Ghulam Ishaq Khan institute to promote educational excellence



- Development maintenance of 15 km road connecting Chenki village to Jabbi village providing convenience to local commuters
- New 2.1km bypass road is under construction which will bring relief to locals impacted by congestion.
- Construction and maintenance of the Chenki village mosque
- Clean water supply project powered by Solar system for Dhaddar Village community.



- The Pioneer Medical Center at our plant provides free medical and emergency ambulance services not just to our employees but also to the local community
- Public dispensary in Chenki Village
- Financial support to TB Centre Foundation
- Health Safety and Environment (HSE) department promoting healthy working conditions, training of staff members and compliance with safety practices.

Operations & Geographical presence

OPERATIONS



Principal business activities

Manufacturing, marketing and sale of cement and clinker. Installed capacity of 5,194,500 tons per annum. Incorporated in 1986 and quoted on the Pakistan Stock Exchange.

Markets

The plant is ideally located to serve Central and South Punjab, through distributors, dealers and retailers.

Products

The Company produces and sells cement currently under brand “Pioneer Cement” to a network of more than 250 dealers. The Company as part of its vertical integration strategy is also manufacturing interlocking concrete pavers. The Company also sells clinker based on local and international demand.

GEOGRAPHICAL PRESENCE



Plant

Chenki, District Khushab.



Regional Sales Office – Faisalabad

Office No. 5, 3rd Floor, Sitara Tower,
New Civil Lines, Faisalabad.



Regional Sales Office – Multan

House No. 218, Naqshband Colony,
Khanewal Road, Multan.



Head Office

64-B/1, Gulberg-III, Lahore



Regional Office – Karachi

Lakson Square, Building No. 3,
Sarwar Shaheed Road, Karachi

Company Performance, Financials & Key Financial Metrics

Production and Sale Volumes – Pioneer Cement Limited

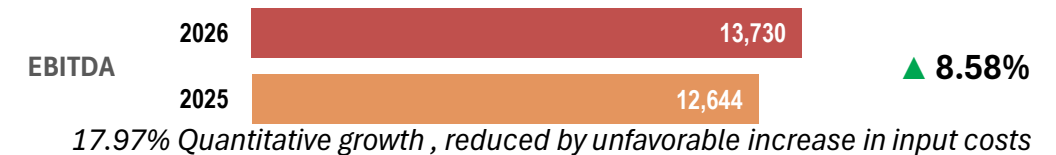
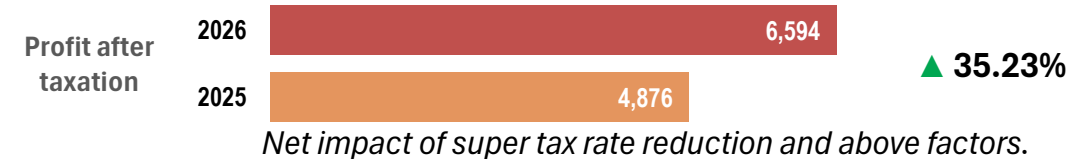
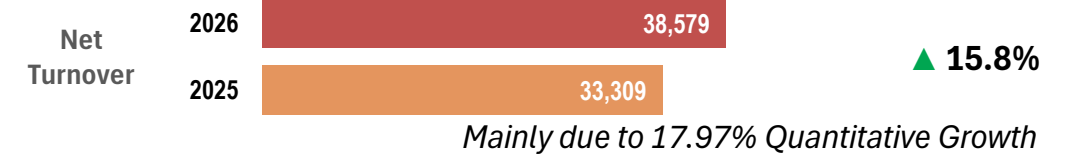
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026
	-----Tons'000'-----					
Production						
Cement	3,408	3,373	2,741	2,315	2,087	2,448
Dispatches - Cement						
Domestic Market	3,368	3,388	2,704	2,362	2,072	2,445
International Market	13	-	-	-	-	-
	3,381	3,388	2,704	2,362	2,072	2,445
Growth /(Decline)						
Domestic Dispatches - YoY	95.46%	0.61%	(20.20%)	(12.65%)	(12.28%)	17.97%

Statement of Profit or Loss

Particulars	Year Ended June 30,		Variance	
	2026 (Actual)	2025 (Actual)	SPLY	%
Quantity Sold ('Tons')	2,444,658	2,072,234	372,424	17.97%
	Rs. In Million			%
Gross Turnover	59,220	50,858	8,362	16.44%
Net turnover	38,579	33,309	5,270	15.82%
Cost of sales	(26,998)	(22,865)	(4,132)	18.07%
Gross profit	11,581	10,444	1,137	10.89%
Distribution costs	(156)	(147)	(9)	5.82%
Administrative expenses	(489)	(459)	(30)	6.56%
Other expenses	(592)	(641)	49	-7.66%
Operating profit	10,344	9,196	1,148	12.48%
Other income	487	252	235	92.99%
(Loss)/Gain on investment	(7)	65	(71)	-110.22%
Finance costs	(633)	(1,408)	775	-55.07%
Profit before tax	10,192	8,105	2,087	25.75%
Taxation	(3,597)	(3,229)	(369)	11.42%
Profit after tax	6,594	4,876	1,718	35.23%
EPS - Rs.	29.03	21.47	7.56	35.23%
EBITDA	13,730	12,644	1,086	8.59%

GRAPHICAL PRESENTATION

(RUPEES IN MILLION)



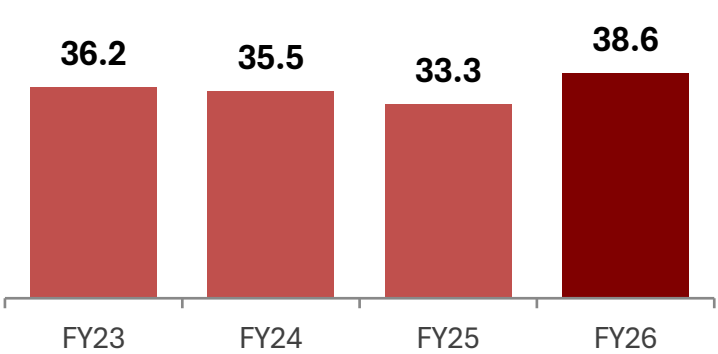
Statement of Profit or Loss - Quarter Wise

Particulars	Quarter Ended				Year Ended
	Sep 30, 2025	Dec 31, 2025	Mar 31, 2026	Jun 30, 2026	2026
Quantity Sold ('Tons')	549,927	697,693	627,404	569,634	2,444,658
Rs. In Million					
Gross Turnover	13,116	15,999	15,412	14,693	59,220
Net turnover	8,417	10,262	10,042	9,859	38,579
Cost of sales	(5,910)	(7,225)	(7,125)	(6,737)	(26,998)
Gross profit	2,507	3,037	2,916	3,121	11,581
Distribution costs	(40)	(40)	(42)	(33)	(156)
Administrative expenses	(140)	(98)	(124)	(127)	(489)
Other expenses	(115)	(150)	(123)	(204)	(592)
Operating profit	2,212	2,749	2,628	2,756	10,344
Other income	91	28	63	304	487
(Loss)/Gain on investment	-	140	80	(226)	(7)
Finance costs	(214)	(179)	(165)	(75)	(633)
Profit before tax	2,089	2,738	2,606	2,759	10,192
Taxation	(815)	(1,138)	(1,084)	(561)	(3,597)
Profit after tax	1,274	1,600	1,522	2,198	6,594
EPS - Rs.	5.61	7.05	6.70	9.66	29.03
EBITDA	3,103	3,629	3,537	3,461	13,730

Key Financial Metrics - Rs. in billion unless stated

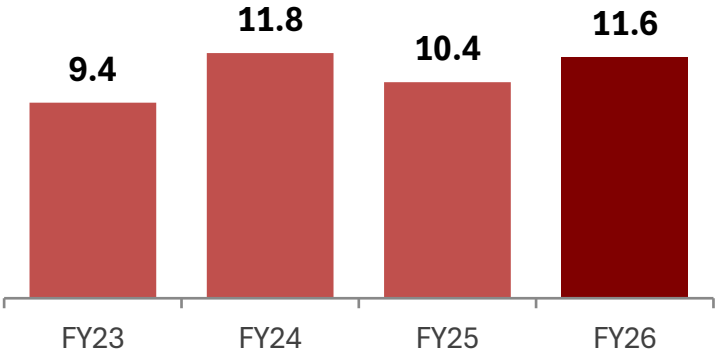


NET REVENUE



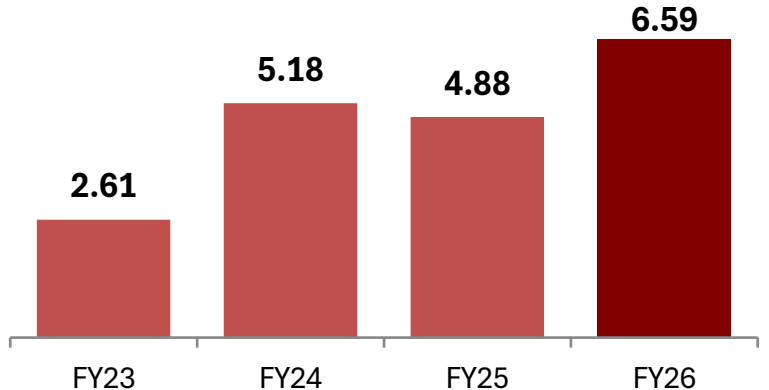
Revenue, FY25 vs FY26 ▲ 15.8%

GROSS PROFIT



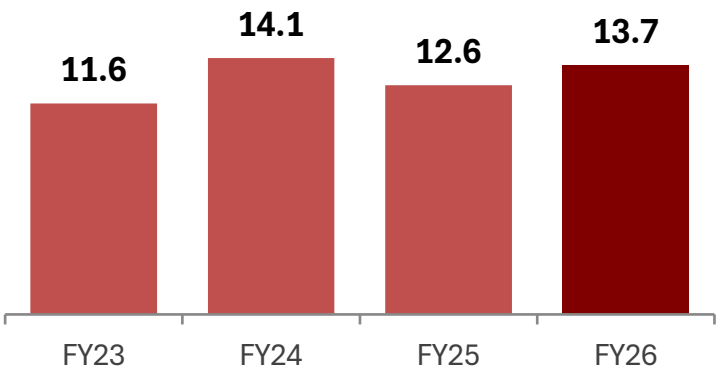
Gross profit, FY25 vs FY26 ▲ 10.9%

PROFIT AFTER TAX



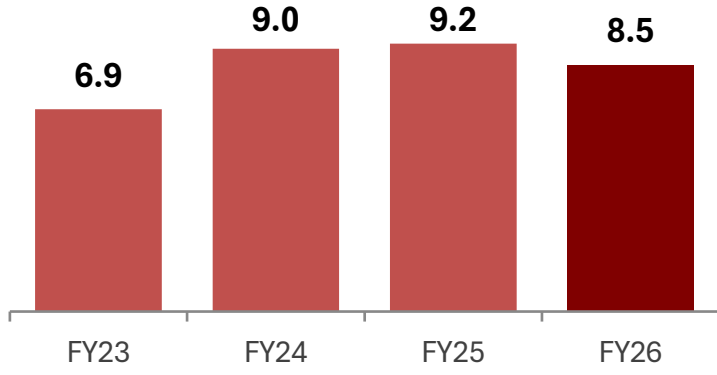
PAT, FY25 vs FY26 ▲ 35.2%

EBIDTA



EBITDA, FY25 vs FY26 ▲ 8.6%

CASH PROFIT



Cash Profit, FY25 vs FY26 ▼ 7.82%

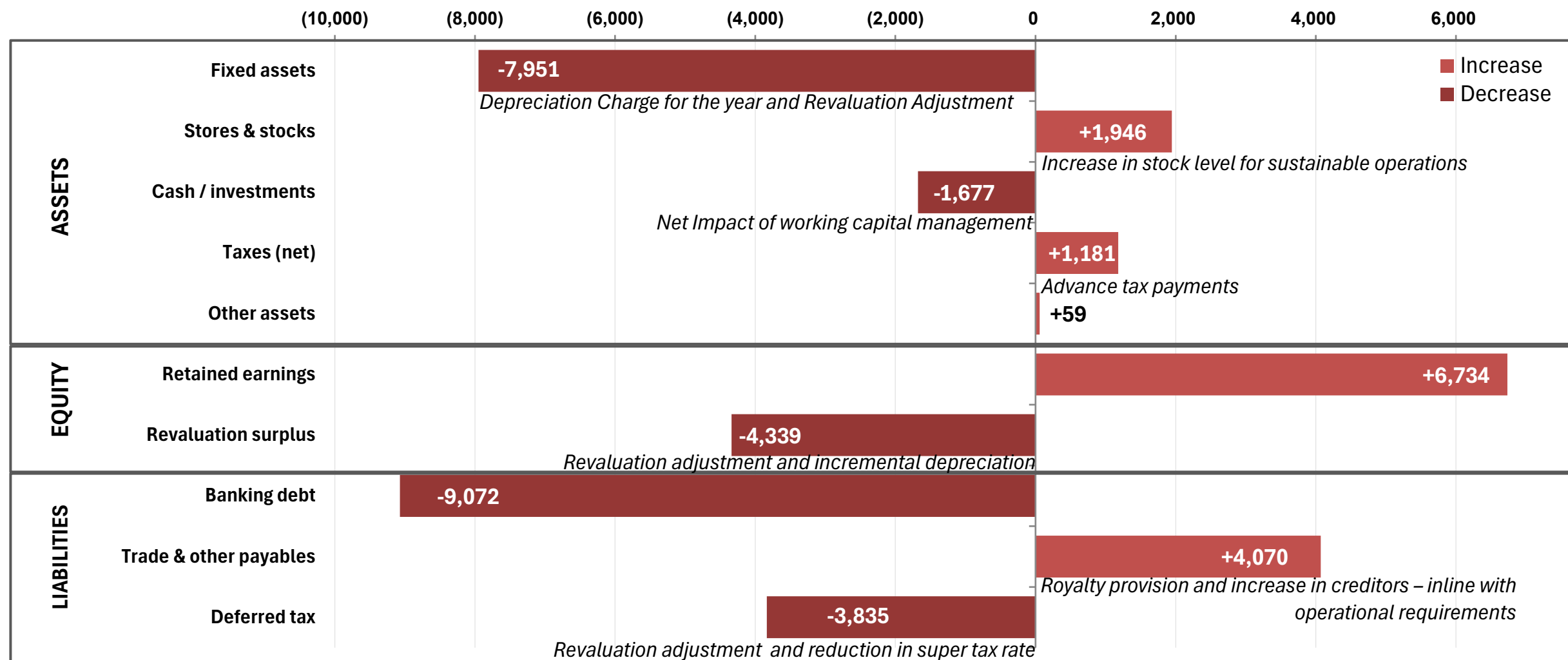
KEY FINANCIAL RATIOS

Particulars	2023	2024	2025	2026
Gross profit ratio - (%age)	26.02	33.12	31.35	30.02
Net Profit to Sales - (%age)	7.22	14.57	14.64	17.09
Earnings per share - (Rs.)	11.50	22.79	21.47	29.03
EBITDA Margin to Sales - (%age)	32.04	39.82	37.96	35.59
Cash Profit - (Rs. In billion)	6.9	9.0	9.2	8.5
Breakup value per share - (Rs.)	178.39	201.07	207.47	218.02

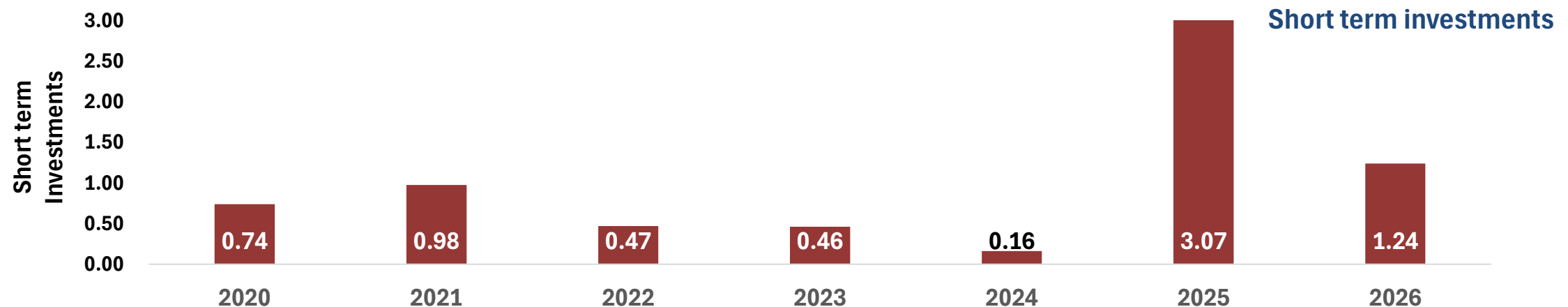
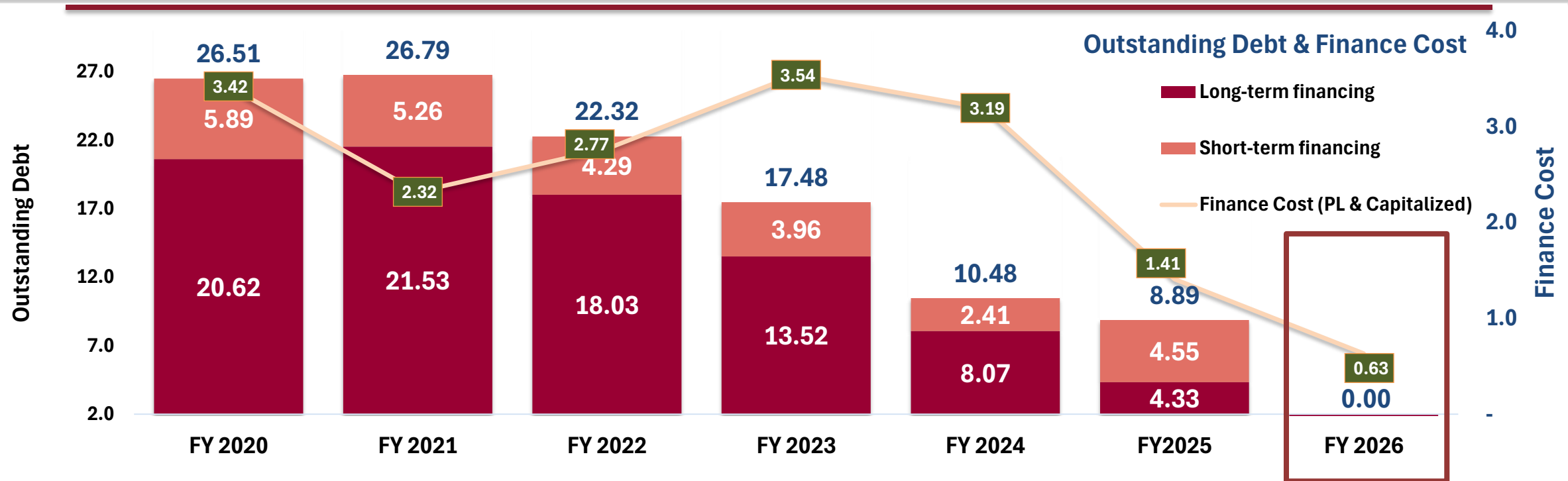
Movement in Statement of Financial Position

Rs. in million

Movement from FY-2026 from FY-2025



Historical Year-end Debt and Investment Trend - Rs. in billion



Statement of Financial Position

As at 30 June 2026 | Rs. in million

ASSETS	FY2026	FY2025
Property, plant and equipment	65,741	74,097
Other long-term assets	1,165	783
Non-current assets	66,905	74,880
Stores, spares and loose tools	5,279	4,366
Stock-in-trade	2,521	1,487
Trade receivables	1,771	1,786
Short-term investments	1,242	3,074
Cash and bank balances	709	555
Other current assets	1,011	218
Current assets	12,532	11,486
TOTAL ASSETS	79,438	86,367

EQUITY AND LIABILITIES	FY2026	FY2025
Share capital	2,271	2,271
Share premium	198	198
Revaluation surplus (net of tax)	17,613	21,952
Unappropriated profit	29,440	22,706
Total equity	49,522	47,127
Long-term financing	-	3,500
Deferred liabilities and deposits	18,794	22,630
Non-current liabilities	18,794	26,130
Trade and other payables	10,856	6,760
Short-term borrowings	-	5,387
Other current liabilities	265	962
Current liabilities	11,121	13,110
TOTAL EQUITY AND LIABILITIES	79,438	86,367

KEY REVENUE DRIVERS

- Public Sector Development Programme (PSDP)
- Subsidized housing finance schemes at both provincial and federal levels.
- Private housing and commercial construction
- Industrial and domestic Consumers

KEY BUSINESS RISKS

- Rise in energy cost
- Geo-political situation
- Highly competitive global market making exports challenging.

COST & MARGIN OUTLOOK

- **Conflict in Middle East**, leading to disruption in **the Strait of Hormuz** and pose consistent pressure on global energy prices.
- Continuity of Higher mineral **royalties** in Punjab.
- Hurdles in **local mining operations** remain key risks to Darra origin coal availability.
- **Solar power plant** is in final installation state, and expected to be operational in the current quarter.
- **Expected growth**: single digit
- **Policy rate** – impact on demand

CORPORATE OUTLOOK

- **Merger with MLCF** – In progress

Disclaimer: This presentation contains forward-looking statements based on current expectations and assumptions. Actual results may differ materially due to changes in, geopolitical conditions, economic, regulatory and other factors. The Company undertakes no obligation to update these statements.

Questions



Thank you